

Message Text

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ACTION ARA-06

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 8483

C O N F I D E N T I A L LIMA 0647

LIMDIS

FOR ARA - MR. FISHLOW; S/P - MR. EINAUDI; L/ARA - MR. GANTZ

EB - MR. SMITH; TREASURY - MR. MARESCA

EO 11652: GDS

TAGS: EINV, EIND, EMIN, PFOR, PE

SUBJECT: MARCONA NEGOTIATIONS

REF: LIMA 568, LIMA 520, STATE 9962

1. AMBASSADOR DE LA PUENTE JUST INFORMED AMBASSADOR THAT
GOP WILL BE PREPARED TO MEET WITH USG TEAM JANUARY 26.
DE LA PUENTE SAID THAT HE EXPECTED "GOOD PROGRESS DURING
THESE DISCUSSIONS" AND THAT THE GOP COMMISSIONS WILL BE
WELL PREPARED FOR THE MEETINGS.

2. DE LA PUENTE SAID THAT UNFORTUNATELY HE HIMSELF WILL
NOT REPEAT NOT BE PRESENT FOR THE MEETINGS SINCE GOP HAS
DECIDED THAT HIS PRESENCE AT CIEC COMMISSION MEETING IS
ESSENTIAL AND THAT, THEREFORE, HE WOULD BE LEAVING LIMA
THIS WEEK TO HEAD PERUVIAN DELEGATION AT PARIS. HE SAID,
HOWEVER, THAT LUIS MARCHAND, THE NEW SECRETARY GENERAL OF THE
FOREIGN MINISTRY, HAS BEEN NAMED TO HEAD THE PERUVIAN DELEGATION
FOR THE MARCONA DISCUSSIONS AND THAT MARCHAND WOULD BE THOROUGHLY
BRIEFED ON ALL ASPECTS OF THE NEGOTIATIONS.

3. DE LA PUENTE ADDED THAT THE ONE ESSENTIAL ELEMENT THAT THE
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GOP WILL NEED TO REACH A "FINAL AGREEMENT" WITH THE US ON MARCONA

IS THE PRICE WATERHOUSE AUDIT (LIMA 0568) WHICH WOULD BE READY
WITHIN THIRTY DAYS.

4. DE LA PUENTE ALSO ASKED THE AMBASSADOR WHETHER AL FISHLOW
PLANS TO BE IN PARIS FOR ANY OF THE CIEC MEETINGS. IF SO,
DE LA PUENTE WOULD OPE TO HOLD CONVERSATIONS WITH HIM.

5. COMMENT: DE LA PUENTE MADE THE POINT THAT SINCE HE HAD
BEEN NAMED PERSONALLY AS CO-CHAIRMAN OF THE RAW MATERIALS CIEC
COMMISSION, IT WAS IMPOSSIBLE FOR ANOTHER PERUVIAN TO SUBSTITUTE
FOR HIM AT THE CIEC MEETINGS.

6. THE AMBASSADOR WILL BE MEETING WITH THE SECRETARY
GENERAL TOMORROW (JANUARY 22) AND PLANS TO FOLLOW UP WITH
HIM CONCERNING MARCONA ISSUES AT THAT TIME. WE DOUBT
THAT PRICE WATERHOUSE WILL BE ABLE TO PRODUCE THEIR STUDY
WITHIN THIRTY DAYS AS DE LA PUENTE STATED, GIVEN THE VIEW
OF PRICE WATHERHOUSE'S MANAGER REPORTED REFTEL. IT IS
ALSO CLEAR THAT THE PERUVIANS DO NOT EXPECT ANY FINAL
AGREEMENT TO BE REACHED DURING NEXT WEEK'S DISCUSSIONS
BUT SAY THEY HOPE THAT SUBSTANTIAL PROGRESS CAN BE MADE. EMBASSY
WOULD APPRECIATE CONFIRMATION ETA USG TEAM AND WILL BOOK
THEM INTO BOLIVAR HOTEL UNLESS OTHERWISE INSTRUCTED.

7. WE ARE CONFIRMING TO DE LA PUENTE'S OFFICE THAT, TO
THE BEST OF OUR KNOWLEDGE, DEPUTY ASSISTANT SECRETARY FISHLOW WILL
NOT BE TRAVELING TO PARIS AND IN FACT, DRAWING ON STATE 9962,
WE HAD ALREADY INFORMED FOREIGN MINISTRY WHO USG REPRESENTATIVES
TO CIEC COMMISSION MEETINGS WOULD BE.
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